

Message Text

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PAGE 01 TAIPEI 02177 110154Z
ACTION EB-08

INFO OCT-01 EA-10 ISO-00 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 FRB-03 H-01 INR-10 INT-05 L-03
LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15
STR-07 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02 OMB-01
DOE-15 /111 W
-----076875 110545Z /14

R 110141Z APR 78
FM AMEMBASSY TAIPEI
TO SECSTATE WASHDC 7026

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E.O. 11652: N/A
TAGS, ETRD, ELEC, EIND, TW
SUBJECT: EXPORT OF COLOR TV TO THE UNITED STATES--OLYMPIC
INTERNATIONAL

REF: A) STATE 016403 B) TAIPEI 0616

1. OLYMPIC INTERNATIONAL'S PROPOSED INVESTMENT TO
MANUFACTURE COLOR TELEVISION SETS IN TAIWAN FOR EXPORT
TO THE U.S. (REPORTED REF B) IS AT PRESENT APPARENTLY
SUSPENDED, BUT NOT NECESSARILY ABANDONED. AS OF APRIL 6,
THE INDUSTRIAL DEVELOPMENT AND INVESTMENT CENTER OF THE
MINISTRY OF ECONOMIC AFFAIRS HAS NOT RECORDED ANY INFLOW
OF OLYMPIC'S CAPITAL UNDER THE INVESTMENT APPROVAL
FORMALLY GRANTED IN OCTOBER 1977. FURTHER, OLYMPIC'S
LOCAL LAW FIRM, LEE AND LI, UNDERSTANDS THAT OLYMPIC
CONSIDERS THE RENT BEING ASKED FOR THE VICLITE COMPANY'S
VACANT FACTORY BUILDING IS TOO HIGH. ALSO, OLYMPIC HAS
ALLEGEDLY SUSPENDED IMPORT OF SOME JAPANESE PRODUCTION
EQUIPMENT AFTER THE JAPANESE MANUFACTURER ASKED FOR
CONTRACT PRICE RENEGOTIATIONS FOLLOWING THE YEN'S RECENT
UPWARD REVALUATION. LEE AND LI'S IMPRESSION IS THAT
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WHILE OLYMPIC IS OBVIOUSLY FINANCIALLY WEAK, IT HAS NOT
YET COMPLETELY ABANDONED ITS PLANS TO MANUFACTURE COLOR
TVS IN TAIWAN.

2. COMMENT: LOCAL SOURCES SPECULATE THAT OLYMPIC MAY
HAVE BEEN FRIGHTENED OFF BY THE UNCERTAINTY SURROUNDING
THE US GOVERNMENT CURRENT REVIEW OF THE OMA WITH JAPAN

AND THE POSSIBLE EXTENSION OF THE OMA TO TAIWAN. ANOTHER FACTOR MAY HAVE BEEN THAT OLYMPIC'S PROPOSED MARKETING STRATEGY--TO MANUFACTURE CTVS ON A "PRE-SOLD" CONTAINER-LOT BASIS--DEPENDS ON A HIGH LEVEL OF IMMEDIATE ORDERS, WHICH IT MAY NOT HAVE HAD IN HAND. EVEN IF THE INVESTMENT IS LATER REVIVED, IT WILL DEFINITELY MEAN FEWER CTV EXPORTS FROM TAIWAN TO THE U.S. IN 1978 THAN PREVIOUS FORECASTS HAD INDICATED. (A LARGE REDUCTION IN FORECAST CTV EXPORTS TO THE U.S. HAS ALSO BEEN REVEALED BY RCA'S LATEST REVISED PLANS WHICH TENTATIVELY CALL FOR THE EXPORT OF ONLY 450,000 SETS AND "CHASSIS" IN 1978, DOWN FROM THE 550,000 PLANNED FOR AS OF NOV-DEC 1977.)

3. OLYMPIC INTERNATIONAL'S U.S. ADDRESS IS 26 GENERAL PLACE, JERICO, N.Y. 11753, AND TELEPHONE NUMBERS ARE (516) 334-4811 AND (212) 895-9540. UNGER

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Message Attributes

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Concepts: EXPORTS, TELEVISION
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Copy: SINGLE
Draft Date: 11 apr 1978
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Disposition Approved on Date:
Disposition Case Number: n/a
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TAGS: ETRD, ELEC, EIND, TW, OLYMPIC INTERNATIONAL
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